



## FOR CLERK USE ONLY

RDA

Item No. \_\_\_\_\_

# REDEVELOPMENT AGENCY AGENDA FACT SHEET

REDEVELOPMENT AGENCY

Department \_\_\_\_\_

OCTOBER 13, 2009

Requested Date

## 1. Request:

RDA Approval

Information Only/  
Presentation

Other (specify) \_\_\_\_\_



Hearing



## 2. Requested Action:

Approve staff travel to the Aerospace Industry Conference in Seattle, Washington on October 29, 2009

## 3. Fiscal Impact:

Revenue:

Increase



Source: \_\_\_\_\_

Decrease



Amount: \_\_\_\_\_

Cost:

Increase



Source: \_\_\_\_\_

Decrease



Amount: \_\_\_\_\_

Does Not Apply ☒

Budgeted travel expense

Redevelopment Agency

\$500.00

## 4. Reviewed By:

Finance Dept. on \_\_\_\_\_

By: \_\_\_\_\_

Comments: \_\_\_\_\_

City Attorney on \_\_\_\_\_

By: \_\_\_\_\_

Comments: \_\_\_\_\_

Note: Back up must be submitted along with this form. Deadline is 5:00 p.m., 2 Fridays before the scheduled meeting date.

## CLERK USE ONLY:

RDA DATE: \_\_\_\_\_

Action



Filing



Consent



Presentation



Hearing



Other(specify) \_\_\_\_\_



Reviewed by: City Clerk \_\_\_\_\_

Executive Director \_\_\_\_\_


Date \_\_\_\_\_

Date \_\_\_\_\_

# REDEVELOPMENT AGENCY AGENDA REPORT

**SUBJECT:** Approve staff travel to attend the Aerospace Industry Conference in Seattle, Washington on October 29, 2009

**AGENDA DATE:** October 13, 2009

**PREPARED BY:** Rosalind Guerrero, RDA Director 

**APPROVED FOR AGENDA BY:** Victor Carrillo, City Manager

**RECOMMENDATION:** Approve travel

**FISCAL IMPACT:** \$500 Travel costs paid by Redevelopment Agency

**BACKGROUND INFORMATION: (Prior action/information)**

Mexicali's Industrial Development Commission Director, Alfredo Garcia has invited the City of Calexico Economic Development staff to join them at the Aerospace conference to be held in Seattle, Washington on October 29, 2009.

Mexicali has the largest aerospace industry investments in Baja, including suppliers and international contracts with US and European airlines. Additionally, one of the only two Aerospace research labs in the world by Honeywell Aerospace is located in Mexicali.

Calexico has facilities that operate as distribution centers for suppliers of electronic components for these industries, for example Rockwell Collins. This invitation is an opportunity to further advance the city's relationship with Mexicali and promote the strategic geographical location in California.

The conference objectives for the Calexico Economic Development office are:

- Meet with companies that have US military or government contracts where operations are limited to US soil and Calexico may be a perfect fit. A list of pending appointments is available upon request.
- Provide Calexico marketing presentations to 3 prospect companies in an all day business agenda previously set up by the Industrial Development Commission and Calexico Staff.
- Seek business opportunities with current companies located in California, Arizona, and Nevada to promote industrial space in Calexico, offering available workforce, land and city local incentives.

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- Objectively analyze the present and future business conditions of the Aerospace Industry globally.
- Obtain detailed and privileged information on the current state and development of Mexicali's Aerospace Industry and offer Calexico as the optimal place in CA to locate any additional US suppliers.
- Interact with Mexico's aerospace product plant managers and manufacturing projects in Mexicali.

The invitation by the Mexicali Industrial Development Commission covers the following expenses:

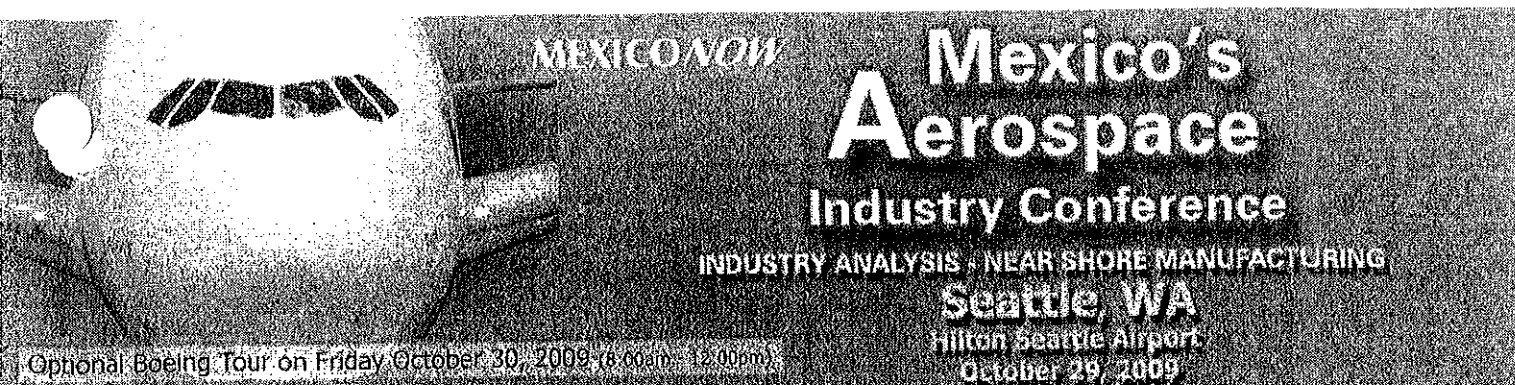
- Conference fee and booth cost of \$1,500 for City of Calexico Economic Development staff to participate and be a partner with Mexicali.
- Hotel costs for full stay (October 28<sup>th</sup> through 30<sup>th</sup>)
- Round trip land transportation costs from Calexico to the San Diego airport

The estimated cost to be borne by the Calexico Redevelopment Agency will not exceed \$500.00 for the following:

- Per Diem for 3 days
- Round trip airfare from SD to Seattle

**RECOMMENDATION:**

Authorize travel for the Economic Development staff to attend the Aerospace Industry Conference in Seattle, Washington on October 29, 2009.



# Mexico's Aerospace Industry Conference

INDUSTRY ANALYSIS • NEAR SHORE MANUFACTURING

**Seattle, WA**  
Hilton Seattle Airport  
October 29, 2009

Optional Boeing Tour on Friday, October 30, 2009 (8:00am - 12:00pm)

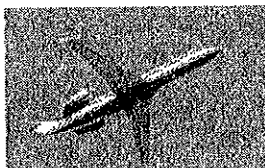
## CONFERENCE OBJECTIVES

- Objectively analyze the present and future business conditions of the Aerospace Industry in Mexico
- Obtain detailed and privileged information on the current state and development potential of Mexico's Aerospace Industry
- Interact with Mexico's aerospace products plant managers
- Develop an itemized cost operating pro-forma of a potential offshore manufacturing project in Mexico
- Hear from industry experts and OEM's about the opportunities to participate in Mexico's Aerospace Industry value chain
- Learn details of aerospace intellectual property protection and BASA approvals



## AEROSPACE INDUSTRY SUBJECTS

- Business dynamics of main Aerospace products manufacturers, demand and forecast
- Domestic and export markets
- Comparison of Mexico's Aerospace Industry with the Global Aerospace Industries
- Aerospace Industry analysis and trends and why Mexico might be the next frontier for this industry
- Labor productivity aspects of the Aerospace Industry in Mexico
- Current and future regional aerospace clusters
- Manufacturing options, structures and detailed costs
- Aerospace logistics



## WHAT YOU WILL TAKE HOME

- CD ROM with copies of presentations.
- MEXICONOW magazine, 2 year subscription.

### Conference Costs:

**US \$320 + TAX** Manufactures, Industry Suppliers & Services.

- Fee includes meals and conference materials.
- Fee doesn't include hotel, air transportation.
- For Boeing Tour (Oct 30, 2009) add US\$65 to registration cost.
- Industrial, promoters or any competitor of our sponsors are welcome at an admission fee of US \$1,500 + TAX

### For Hotel Reservations:

**Hilton Seattle Airport & Conference Center**  
17620 International Blvd. Seattle, WA 98188  
Ph: (206) 244-4800  
[www.seattleairport.hilton.com](http://www.seattleairport.hilton.com)

For preferential hotel rates, use the reference code:

## PROGRAM HOURS

- 7:00am TO 6:00pm**  
Includes Continental Breakfast, Lunch & Cocktails



**Boeing, Supply Chain Opportunities**  
Dustin Robinson, BOEING COMMERCIAL AIRPLANES, Regional Director Americas, Business Development & Global Strategy



**Bombardier Aerospace Experience in Mexico**  
Andres Friedman, BOMBARDIER AEROSPACE, Global Strategic Sourcing, Engineering and Supply Chain



**MD Helicopters, Manufacturing Success Story in Mexico**  
Ricardo Camacho, MD HELICOPTERS, Monterrey Plant Comptroller



**GE Aerospace and Productivity in Mexico**  
Alfredo Espino, GE COMMERCIAL FINANCE, Senior VP



**Competitiveness of the Mexican Aerospace Industry**  
Tom Captain, DELOITTE LLP, Principal, Vice Chairman, Global and US Aerospace & Defense Industry Leader



**Launching an Operation Requiring Specialized Labor Force**  
Kevin Christopherson, CESSNA AIRCRAFT, Project Manager



**Productive Aerospace Manufacturing in Mexico**  
Martin Ferrell, MEGGITT AIRCRAFT BRAKING SYSTEMS, Global Vice President, Manufacturing



**Perspectives of Human Resources for Offshore Manufacturing in Mexico**  
Emilio Cadena, GRUPO PRODENSA, President



**Successful Aerospace Off-shoring, Case Studies**  
Luc Beaudoin, THE EVEREST GROUP, Vice President Aerospace



**Doing Business in Mexico How, When & Why**  
Humberto Gayou, LEXCORP, Partner

## MEXICONOW Conference

For conference Phone Registration

CALL TOLL FREE

USA 1 877 864 8528

Mexico 01 800 170 1010

CALL COLLECT

+52 (614) 414-8640

+52 (614) 414-8638

For Online Registration



Mexico's Leading International Business Magazine


**BASA Certification, Legal Structures, Taxes and Intellectual Property in Mexico**

Carlos Angulo, BAKER &amp; MCKENZIE, Principal


**Investment Opportunities in Mexico**

Mario Juarez, PROMEXICO, Senior Trade &amp; Investment Commissioner


**Site Selection Drivers in the Aerospace Industry**

Nick Criss, CUSHMAN &amp; WAKEFIELD, Senior Director, Mexico


**Mexico, Globalization and the Aerospace Industry**

Sergio Ornelas, MEXICONOW, Editor


**Cost Model of a Manufacturing Operation in Mexico**

Francisco Treviño, INTERMEX INDUSTRIAL PARKS, Director Business Development

[information@mexico-now.com](mailto:information@mexico-now.com)

This seminar is sponsored by:

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